Condensed Interim Consolidated Financial Statements (unaudited)

For the three- and nine-month periods ended December 31, 2019 and 2018 (expressed in Canadian dollars)

Interim Consolidated Statements of Financial Position (unaudited)

# As at December 31, 2019 and March 31, 2019

(expressed in thousands of Canadian dollars)

As at	Note	December 31, 2019 \$	March 31, 2019 \$
Assets			Restated (Note 2)
Current assets Cash and cash equivalents Accounts receivable Prepaid expenses Inventories		22,609 14,980 2,426 7,779	29,205 9,937 2,011 5,658
		47,794	46,811
Security deposits Property and equipment Intangible assets Goodwill	4 5 5	682 1,624 50,998 10,228	695 867 54,768 10,342
		111,326	113,483
Liabilities			
Current liabilities Accounts payable and accrued liabilities Interest payable Income tax payable Lease liabilities		21,457 639 213 459	13,512 632
		22,768	14,144
Convertible debentures – Host Convertible debentures – Derivative Deferred tax liabilities Balance of payable for business combination Lease liabilities	6 6 3	25,486 7,510 7,146 18,002 410	22,526 15,120 7,253 17,021 - 76,064
Shareholders' Equity			
Share capital Contributed surplus Cumulative translation adjustment Deficit		59,083 8,477 104 (37,660) 30,004	61,944 7,598 1,408 (33,531) 37,419
		111,326	113,483

The accompanying notes are an integral part of these Interim Consolidated Financial Statements

Interim Consolidated Statements of Income (Loss) and Comprehensive Income (Loss) (unaudited)

# Three- and nine-month periods ended December 31, 2019 and 2018

(expressed in thousands of Canadian dollars, except per share amounts and number of shares)

		Three I	Months	Nine	Months
Periods ended December 31	Note	2019	2018	2019	2018
Revenue		\$	\$	\$	\$
Products		16,204	14,421	48,728	21,119
Cost of sales					
Cost of sales of products		6,060	4,473	17,004	7,545
Amortization of product licences	5	1,174	997	3,247	1,030
		7,234	5,470	20,251	8,575
Gross profit		8,970	8,951	28,477	12,544
Selling and administrative expenses	9	9,369	7,875	30,418	11,459
Research and development expenses	_	442	-	1,030	-
Transaction-related fees & expenses		229	928	229	4,549
Termination benefits	4.5	2,085 161	105	2,085	- 247
Depreciation and amortization Impairment of intangible asset	4,5	101	125 125	471 -	125
impairment of intarigions asset			120		.20
Operating loss		(3,316)	(102)	(5,756)	(3,836)
Financing costs (income)	10	(268)	1,471	(1,091)	2,060
Interest income	10	(69)	(220)	(256)	(237)
Foreign exchange gain		(347)	(24)	(457)	`(21 <u>)</u>
Loss before income taxes		(2,632)	(1,329)	(3,952)	(5,637)
Income tax expense		-	-	177	<u>-</u> _
Net loss		(2,632)	(1,329)	(4,129)	(5,638)
		, , ,	, ,	, , ,	,
Other comprehensive income (loss	s)				
Foreign currency income (loss) on translation of foreign operations		(948)	1,574	(1,304)	1,574
translation of foreign operations		(0.0)	1,071	(1,001)	.,
Comprehensive income (loss)		(3,580)	245	(5,433)	(4,064)
Net loss per share					
Basic		(0.19)	(0.10)	(0.28)	(0.68)
Diluted		(0.17)	(0.10)	(0.25)	(0.68)
Mainhaal avenue e e e e e					
Weighted average number of		44470704	40.004.070	44 400 057	0.000.440
common shares outstanding		14,173,724	13,294,273	14,488,857	8,326,442

The accompanying notes are an integral part of these Interim Consolidated Financial Statements

Interim Consolidated Statements of Changes in Shareholders' Equity (unaudited)

## Nine-month periods ended December 31, 2019 and 2018

(expressed in thousands of Canadian dollars except number of shares)

		Share Ca	pital				
	Note	Common shares	Amount \$	Contributed surplus	Cumulative translation adjustment \$	Deficit \$	Total shareholders' equity \$
Balance - March 31, 2018		5,827,666	25,347	4,903	-	(27,212)	3,038
Net loss		-	-	-	-	(5,638)	(5,638)
Other comprehensive income		-	-	-	1,574	-	1,574
Issuance of units for private placement Issuance of units for business		3,911,760	17,316	3,327	-	-	20,643
combinations		4,993,748	21,009	412	-	-	21,421
Issuance of brokers warrants		-		205	-	-	205
Transaction fees Equity component of convertible		-	(1,792)	-	-	-	(1,792)
debentures		-	-	17,525	-	-	17,525
Share-based compensation – Stock option plan	8	-	-	117	-	-	117
Share-based compensation – RSU plan				68			68
Issuance of shares for exercise of options		13,086	97	(38)	-	-	59
Balance - December 31, 2018		14,746,260	61,977	26,519	1,574	(32,850)	57,220
Balance – March 31, 2019							
Restated (Note 2)		14,746,260	61,944	7,598	1,408	(33,531)	37,419
Net loss		_	_	_	_	(4,129)	(4,129)
Other comprehensive loss		_	_	_	(1,304)	(4,123)	(1,304)
Treasury shares acquired and canceled	7	(779,900)	(3,223)	_	(1,004)	_	(3,223)
Share-based compensation – Stock	-	(113,300)	(0,220)	4.0			
option plan	8	-	-	46	-	-	46
Share-based compensation – RSU plan	8	-	-	1,439	-	-	1,439
Issuance of shares for exercise of options		91,757	362	(606)	-	-	(244)
Balance - December 31, 2019		14,058,117	59,083	8,477	104	(37,660)	30,004

The accompanying notes are an integral part of these Interim Consolidated Financial Statement

Interim Consolidated Statements of Cash Flows (unaudited)

## Three- and nine-month periods ended December 31, 2019 and 2018

(expressed in thousands of Canadian dollars)

	Three Months Nine Months				Months
Periods ended December 31	Note	2019	2018*	2019	2018*
Operating activities		\$	\$	\$	\$
Net loss		(2,632)	(1,329)	(4,129)	(5,637)
Adjustments for		(=,===)	(1,0=0)	(1,120)	(0,001)
Depreciation and amortization	4,5	161	125	471	247
Amortization of product licences	5	1,174 154	997 94	3,247	1,030 185
Share-based compensation expense Interest expense	9 10	2,312	1,471	1,241 6,519	2,060
Convertible debentures – Unrealized	10	2,312	1,471	0,515	2,000
gain on fair value of derivative	10	(2,580)	-	(7,610)	-
Impairment		-	125	-	125
Interest income		(69)	(220)	(256) (410)	(237)
Unrealized foreign exchange gain Income tax expense		(262)	- -	177	- -
moomo tan onponoc		(1,742)	1,263	(750)	(2,227)
Changes in non-cash operating working		(1,142)	1,200	(100)	(2,221)
capital items	13	707	(2,483)	766	797
Income taxes paid		-		(588)	
Cash used by operating activities		(1,035)	(1,220)	(572)	(1,430)
Investing activities					
Interest received		69	220	256	237
Purchases of property and equipment		(13)	-	(65)	(7)
Purchases of intangible assets		-	(757)	(1,091)	(1,090)
Purchase of business acquisitions		-	(23,078)	(2.22)	(23,078)
Cash used (provided) by investing activities	5	56	(23,615)	(900)	(23,938)
Financing activities					
Interest paid		(14)	(437)	(1,310)	(769)
Treasury shares acquired and cancelled		(1,451)	-	(3,224)	-
Proceeds from issuance of shares Proceeds from convertible debenture		-	19,950 42,000	-	20,009 42,000
Financing fees		_	(3,841)	-	(3,841)
Repayment of long-term debt		-	(6,929)	-	(6,929)
Repayment of lease liabilities		(115)	-	(299)	
Cash used (provided) by financing activities	3	(1,580)	50,743	(4,833)	50,470
Net change in cash and cash					
equivalents during the period		(2,559)	25,908	(6,305)	25,102
Impact of foreign exchange on cash and cash equivalents		(209)	178	(291)	178
Cash and cash equivalents – Beginning of period		25,377	2,802	29,205	3,608
Cash and cash equivalents – End of			•		,
period		22,609	28,888	22,609	28,888
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<sup>\*</sup>see note 2 for details regarding a restatement due to changes in accounting policy.

The accompanying notes are an integral part of these Interim Consolidated Financial Statements.

Notes to Condensed Interim Consolidated Financial Statements (unaudited)

(expressed in thousands of Canadian dollars, except per share amounts and number of shares)

#### 1 Incorporation and nature of activities

Medexus Pharmaceuticals Inc. (the "Company") is a specialty pharmaceutical company which licenses and acquires pharmaceutical products for commercialization in the USA and Canada. The Company exists under the Canada Business Corporations Act and is domiciled in Canada. Its registered office is located at 1 Place du Commerce, Suite 225, Verdun, Quebec H<sub>3</sub>E 1A<sub>2</sub>. The Company's shares are traded on the TSX Venture Exchange (TSXV).

#### 2 Basis of presentation and summary of significant accounting policies

#### **Basis of presentation**

These unaudited condensed interim consolidated financial statements as at for the three months and nine months ended December, 2019 and 2018 have been prepared in accordance with International Financial Reporting Standards (IFRS) applicable to the preparation of interim financial statements, including International Accounting Standard (IAS) 34, Interim Financial Reporting, as issued by the International Accounting Standards Board (IASB). Certain information and disclosures have been omitted or condensed. With the exception of the adoption of IFRS 16, which was adopted by the Company on April 1, 2019, using the modified retrospective method, the same accounting policies and methods of computation were followed in the preparation of these unaudited condensed interim consolidated financial statements as were followed in the preparation of the most recent annual audited consolidated financial statements. Accordingly, these unaudited condensed interim consolidated financial statements should be read together with the Company's audited consolidated financial statements and notes thereto for the fiscal year ended March 31, 2019.

These unaudited condensed consolidated interim financial statements are presented in Canadian dollars which is the functional currency of the Company. The Company has an American subsidiary that has the United States dollar as its functional currency. As the Company has operations in the United States, the consolidated financial results may vary between periods due to the effect of foreign exchange fluctuations in translating the revenues and expenses of its operations in the United States to Canadian dollars.

These condensed interim consolidated financial statements were approved for issue by the Board of Directors of the Company on February 18, 2020.

#### Seasonality of interim operations

The operations of the Company can be seasonal based on the products offered by the Company, and the results of operations for any interim period are not necessarily indicative of operations for the full fiscal year or any future period.

#### Estimates, judgments and assumptions

The preparation of the condensed interim consolidated financial statements in accordance with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities and reported amounts of revenues and expenses during the period. These estimates and assumptions are based on historical experience, expectations of the future, and other

Notes to Condensed Interim Consolidated Financial Statements (unaudited)

(expressed in thousands of Canadian dollars, except per share amounts and number of shares)

relevant factors and are reviewed regularly. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future period affected. Actual results may differ from these estimates.

In preparing these condensed interim consolidated financial statements, the significant judgments made by management in applying the Company's accounting policies and the key sources of uncertainty are as those applied and described in the Company's audited annual consolidated financial statements for the year ended March 31, 2019, supplemented by the additional significant judgments and key sources of uncertainty detailed below.

#### **Basis of consolidation**

Subsidiaries are all entities over which the Company has the power to govern the financial and operating policies to obtain benefits from its activities. Subsidiaries are fully consolidated from the date control is obtained, and they are deconsolidated on the date control ceases. These condensed interim consolidated financial statements include the Company's subsidiaries. As at December 31, 2019, MI Acquisitions, Inc., Medac Pharma, Inc., Medexus Inc., and Pediapharm Licensing Inc. are the only wholly owned direct and indirect subsidiaries of the Company. Pediapharm Licensing Inc. does not carry on active business currently, and MI Acquisitions, Inc. was created solely for the purpose of acquiring Medac Pharma, Inc. and does not carry on active business other than the ownership of 100% of the outstanding shares of Medac Pharma, Inc.

#### **Termination benefits**

The Company recognizes termination benefits when it is demonstrably committed to either terminating the employment of current employees in accordance with a detailed formal plan without possibility for withdrawal or providing benefits as a result of an offer made to encourage voluntary termination.

Notes to Condensed Interim Consolidated Financial Statements (unaudited)

(expressed in thousands of Canadian dollars, except per share amounts and number of shares)

#### Changes to comparative balance

On October 16, 2018, the Company acquired Medac Pharma Inc. and Medexus Inc. At the time of issuing our March 31, 2019 consolidated financial statements, the Company had not finalized its review of the books and records of Medac Pharma Inc. and Medexus Inc. As a consequence, there were some changes between the final and disclosed purchase price allocation. The following table shows the adjustments recognized for each line item impacted by the change.

#### Interim Consolidated Statements of Financial Position

As at March 31, 2019	As previously reported \$	Adjustment \$	Final amount
Assets Intangible assets Goodwill	55,796 9,336	(1,028) 1,006	54,768 10,342
<b>Liabilities</b> Deferred tax liabilities	7,478	(225)	7,253
Shareholders' Equity Deficit	(33,734)	203	(33,531)

#### Accounting standards and interpretations issued and their effects

IFRS 16, Leases

In January 2016, the IASB released IFRS 16. The new standard eliminates the classification of leases as either operating or finance leases and introduces a single accounting model for the lessee under which a lease liability and a right-of-use asset is recognized for all leases with a term of more than 12 months. IFRS 16 also substantially carries forward the lessor accounting requirements; accordingly, a lessor continues to classify its leases as operating leases or finance leases. IFRS 16 supersedes IAS 17, *Leases*, and related interpretations. IFRS 16 is effective for annual periods beginning on January 1, 2019, for the Company, with earlier application permitted for companies that also apply IFRS 15.

The Company has adopted IFRS 16 on a modified retrospective basis whereby the adjustments have been recorded on April 1, 2019, without adjustments to prior periods. Starting from that date, rent expense has been substituted by depreciation of the right-of-use asset and interest expense on the lease liabilities, and principal payments on the lease liability have been presented as financing cash outflows.

Notes to Condensed Interim Consolidated Financial Statements (unaudited)

(expressed in thousands of Canadian dollars, except per share amounts and number of shares)

IFRS 16, Leases, has the following impact on the fiscal 2020 opening amounts:

As at April 1, 2019	As previously reported \$	IFRS 16 effects \$	As reported under IFRS 16 \$
Non-current assets	867	1.080	1.947
Property and equipment Current liabilities	867	1,060	1,947
Lease liabilities	-	397	397
Non-current liabilities  Lease liabilities	<u>-</u>	683	683

The weighted average incremental borrowing rates applied to lease liabilities recognized in the consolidated balance sheet at the date of initial application was 6.0%. Principal payments on the lease liabilities totaled \$115 for the three-month period, and \$299 for the nine-month period, ended December 31, 2019. Interest payments on the lease liabilities totaled \$14 for the three-month period, and \$46 for the nine-month period, ended December 31, 2019.

In applying IFRS 16 for the first time, the Company used the following practical expedients permitted by the standard:

- Apply a single discount rate to a portfolio of leases with similar characteristics;
- Account for leases with a remaining term of less than 12 months as at April 1, 2019, as short-term leases;
- Account for lease payments as an expense and not recognize a right-of-use asset if the underlying asset is of low dollar value; and
- The use of hindsight in determining the lease term where the contract contains terms to extend or terminate the lease.

Upon the adoption of IFRS 16, the Company adopted the following significant accounting policy effective April 1, 2019:

#### Leases

A contract is a lease (or may contain a lease) if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. A lease liability is recognized at the commencement of the lease term at the present value of the lease payments that are not paid at that date. At the commencement date, a corresponding right-of-use asset is recognized at the amount of the lease liability, adjusted for lease incentives received, retirement costs and initial direct costs. Depreciation is recognized on the right-of-use asset over the lease term. Interest expense is recognized on the lease liabilities using the effective interest rate method and payments are applied against the lease liability. Payments received for the sublease of right-of-use assets are recognized as sublease revenue.

IFRIC 23, Uncertainty over Income Tax Treatments

In June 2017, the IFRS Interpretations Committee issued IFRIC 23 which clarifies how the recognition and measurement requirements of IAS 12, Income Taxes, are applied where there is uncertainty over income tax

Notes to Condensed Interim Consolidated Financial Statements (unaudited)

(expressed in thousands of Canadian dollars, except per share amounts and number of shares)

treatments. The new standard is effective for annual periods beginning on or after January 1, 2019. The adoption of this accounting interpretation did not have any impact.

#### Changes in accounting policies

IAS 7, Statement of Cash Flows

IAS 7 prescribes that interest paid and interest received are to be classified as operating cash flows, or alternatively, interest paid and interest received may be classified as financing cash flows and investing cash flows, respectively. The Company has concluded that classifying interest paid and interest received as financing cash flows and investing cash flows, respectively, is more aligned with the operations of the business as they reflect the cost of obtaining financial resources or returns on investment.

Changes to the comparative amounts in our condensed interim consolidated statements of cash flows are as follows:

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Three-month period ended December 31, 2018			
Cash provided (used) by operating activities	(1,436)	217	(1,220)
Cash provided (used) by investing activities	(23,836)	220	(23,615)
Cash provided (used) by financing activities	51,179	(437)	50,743
Nine-month period ended December 31, 2018			
Cash provided (used) by operating activities	(1,962)	532	(1,430)
Cash provided (used) by investing activities	(24,176)	237	(23,938)
Cash provided (used) by financing activities	51,239	(769)	`50,470 <sup>′</sup>

#### New standards not yet adopted by the Company

In October 2018, the International Accounting Standards Board amended IFRS 3, *Business Combinations*, seeking to clarify whether an acquisition transaction results in the acquisition of an asset or the acquisition of a business. The amendments also permit a simplified assessment of whether an acquired set of activities and assets is a group of assets rather than a business. Distinguishing between a business and a group of assets is important because an acquirer recognizes goodwill only when acquiring a business. The amendments are effective for acquisition transactions on or after January 1, 2020, although earlier application is permitted. We are currently assessing the impacts and transition provisions of the amended standard; however, we expect that we will apply the standard prospectively from January 1, 2020. The effects, if any, of the amended standard on our financial performance and disclosure will be dependent on the facts and circumstances of any future acquisition transactions.

Notes to Condensed Interim Consolidated Financial Statements (unaudited)

(expressed in thousands of Canadian dollars, except per share amounts and number of shares)

#### 3 Business combinations

#### Medac Pharma Inc.

On October 16, 2018, the Company acquired Medac Pharma Inc., a privately held specialty pharmaceutical company focusing primarily in the area of rheumatology in the United States. As at March 31, 2019, the purchase price allocation had not been finalized.

During the three-month period ended December 31, 2019 preliminary acquisition-date values assigned for intangible assets, goodwill and deferred tax liabilities were finalized as discussed in Note 2; as required by IFRS-IASB, comparative amounts have been adjusted so as to reflect those changes effective the acquisition date.

	As previously reported	Adjustment	Final amount
Assets	\$	\$	\$
Current assets			
Cash and cash equivalents	749		749
Accounts receivable Prepaid expenses	9,569 2,493		9,569 2,493
Inventories	2,142		2,142
	14,953		14,953
Property and equipment	322		322
Security and escrow deposits	673		673
Intangible assets	35,298	569	35,867
Total identifiable assets acquired	51,246		51,815
Liabilities			
Current liabilities Accounts payable and accrued liabilities	9,819		9,819
7.000anto payablo ana acordoa habililico	0,010		0,010
Deferred tax liabilities	3,944	252	4,196
Total liabilities assumed	13,763		14,015
Net identifiable assets acquired	37,483		37,800
Goodwill <sup>1</sup>	3,944	(317)	3,627
Net assets acquired	41,427		41,427
Acquisition effected by way of:			
Cash consideration	23,078		23,078
Equity consideration	2,178		2,178
Balance of payable for business combination <sup>2</sup>	16,171		16,171
	41,427		41,427

<sup>&</sup>lt;sup>1</sup>Goodwill is not deductible for tax purposes.

<sup>&</sup>lt;sup>2</sup>Includes a contingent cash payment of US\$5 million and annual payments in an amount equal to 7.5% of the aggregate consolidated EBITDA of the Company until such time as an aggregate of US\$30 million is reached.

Notes to Condensed Interim Consolidated Financial Statements (unaudited)

(expressed in thousands of Canadian dollars, except per share amounts and number of shares)

#### Medexus Inc.

On October 16, 2018, the Company completed the acquisition Medexus Inc., a Canadian pharmaceutical company with partnerships in international markets. As at March 31, 2019, the purchase price allocation had not been finalized.

During the three-month period ended December 31, 2019 preliminary acquisition-date values assigned for intangible assets, goodwill and deferred tax liabilities were finalized as discussed in Note 2; as required by IFRS-IASB, comparative amounts have been adjusted so as to reflect those changes effective the acquisition date.

	As previously reported	Adjustment	Final balance
Assets	\$	\$	\$
Current assets			
Accounts receivable Prepaid expenses	865 31		865 31
Inventories	1,152		1,152
	2,048		2,048
Property and equipment	534		534
Intangible assets	18,200	(1,800)	16,400
Total identifiable assets acquired	20,782		18,982
Liabilities			
Current liabilities			
Bank overdraft Accounts payable and accrued liabilities	217 1,488		217 1,488
Assumed debt	1,429		1,429
	3,134		3,134
Deferred tax liabilities	3,815	(477)	3,338
Total liabilities assumed	6,949		6,472
Net identifiable assets acquired	13,833		12,510
Goodwill <sup>1</sup>	5,263	1,323	6,586
Net assets acquired	19,096		19,096
Acquisition effected by way of:			
Equity consideration	19,096		19,096
	19,096		19,096
<sup>1</sup> Goodwill is not deductible for tax purposes.			

<sup>11</sup> 

Notes to Condensed Interim Consolidated Financial Statements (unaudited)

(expressed in thousands of Canadian dollars, except per share amounts and number of shares)

## 4 Property and equipment

	Note	Office furniture & Computer equipment \$	Right-of-use lease assets \$	Total \$
Net book value at March 31, 2019 As previously reported IFRS 16, <i>Leases</i> transitional amount As adjusted Additions Depreciation Currency translation adjustment	2	867 867 64 (123)	1,080 1,080 104 (346) (15)	867 1,080 1,947 168 (469) (22)
Net book value at December 31, 2019		801	823	1,624
As at December 31, 2019 Cost Accumulated depreciation		1,137 (336)	1,163 (340)	2,300 (676)
Net book value		801	823	1,624
As at March 31, 2019 Cost Accumulated depreciation		1,083 (216)	- -	1,083 (216)
Net book value		867	-	867

## 5 Intangible assets and Goodwill

	Intangible assets subject to amortization			
	Licences \$	Software \$	Total \$	Goodwill \$
Net book value at March 31, 2019 Additions Amortization Currency translation adjustment	54,758 <b>332</b> (3,247) (853)	10 - (2) -	54,768 <b>332</b> (3,249) (853)	10,342 - - (114)
Net book value at December 31, 2019	50,990	8	50,998	10,228
As at December 31, 2019 Cost Accumulated amortization	56,960 (5,970)	49 (41)	57,009 (6,011)	10,228
Net book value	50,990	8	50,998	10,228
As at March 31, 2019 Cost Accumulated amortization	57,419 (2,661)	49 (39)	57,468 (2,700)	10,342
Net book value	54,758	10	54,758	10,342

Notes to Condensed Interim Consolidated Financial Statements (unaudited)

(expressed in thousands of Canadian dollars, except per share amounts and number of shares)

#### 6 Convertible debentures

As at	December 31, 2019 \$	March 31, 2019 \$
Convertible debentures issued in October 2018 Embedded derivative on Convertible debentures Deferred financing transaction costs	27,039 7,510 (1,553)	24,255 15,120 (1,729)
	32,996	37,646
Current Non-current	- 32,996	- 37,646
	32,996	37,646

#### Convertible debentures issued in October 2018

The Convertible debentures will mature on October 16, 2023, and debentures not previously converted by the holder will be repaid in full by the Company with a payment equal to 125% of the outstanding principal amount, together with all accrued and unpaid interest, with such repayment to be made in cash or, at the Company's option, in common shares of the Company. The Convertible debentures bear interest at a rate of 6.0% per annum beginning October 16, 2018, payable semiannually in cash, or, at the Company's option and subject to the prior approval of the TSXV, in common shares of the Company.

The Convertible Debentures are a compound financial instrument under IAS 32 and have both a liability and an embedded derivative component. The derivative is measured at FVPTL, and its fair value must be measured at each reporting period with subsequent changes in fair value recorded in the consolidated statement of loss. As at December 31, 2019, the fair value of the derivative component was determined to be \$7,510 and the unrealized gain was included in financing costs (note 10).

#### **7** Share Capital

On May 14, 2019, the Company received approval from the TSXV to implement a normal course issuer bid (the "NCIB"), under which the Company may purchase for cancellation up to 1,005,333 common shares, at market prices, through the facilities of the TSXV, or by other means as may be permitted by the TSXV. The NCIB commenced on May 16, 2019, and will terminate on May 15, 2020 or on such earlier date upon which the Company has purchased the maximum number of Shares under the NCIB.

The Company purchased and canceled 361,900 common shares in the market for consideration of \$1,450 during the three-month period ended December 31, 2019, and 779,900 common shares in the market for consideration of \$3,223 during the nine-month period ended December 31, 2019.

Notes to Condensed Interim Consolidated Financial Statements (unaudited)

(expressed in thousands of Canadian dollars, except per share amounts and number of shares)

#### 8 Share-based compensation

Exercisable, end of period

Stock options	Three Mo	onths	Nine M	onths
Periods ended December 31, 2019	Number of options	Weighted average exercise price \$	Number of options	Weighted average exercise price \$
Outstanding, beginning of period Forfeited & Expired	455,685 (81,502)	5.43 5.47	465,685 (91,502)	5.41 5.36
Outstanding, end of period	374,183	5.42	374,183	5.42
Exercisable, end of period	342,684	5.50	342,684	5.50
Restricted stock units (RSUs)	Three M	onths	Nine M	onths
Periods ended December 31, 2019	Number of units	Weighted average exercise price \$	Number of units	Weighted average exercise price \$
Outstanding, beginning and end of period Granted Exercised Forfeited & Expired	1,867,555 8,602 (151,251) (428,000)	0.01 0.01 0.01 0.01	1,877,555 8,602 (151,251) (438,000)	0.01 0.01 0.01 0.01
Outstanding, end of period	1,296,906	0.01	1,296,906	0.01

Share-based compensation expense with respect to these options and RSUs amounted to \$398 (2018 – \$94) For the three-month period, and \$1,485 (2018 - \$185) for the nine-month period, ended December 31, 2019. These costs are included in selling and administrative expenses in the condensed interim consolidated statement of income (loss) and comprehensive income (loss) (note 9).

208,638

0.01

208,638

0.01

Notes to Condensed Interim Consolidated Financial Statements (unaudited)

(expressed in thousands of Canadian dollars, except per share amounts and number of shares)

## 9 Selling and administrative expenses

	Three Mor	nths	Nine Months		
Periods ended December 31	2019	2018	2019	2018	
	\$	\$	\$	\$	
Share-based compensation expense Sales and marketing expense Business development and regulatory affairs General administrative	398	94	1,485	185	
	5,193	4,729	17,959	7,144	
	1,195	698	3,591	1,116	
	2,583	2,354	7,383	3,014	
	9,369	7,875	30,418	11,459	

## 10 Financing costs (income)

	Three Months		Nine Months	
Periods ended December 31	2019 \$	2018 \$	2019 \$	2018 \$
Interest on convertible debentures Interest accretion on convertible debentures,	635	676	1,899	1,011
net of amort. of deferred financing costs Interest accretion on balance of payable for	1,064	795	2,961	1,050
business combination Interest on lease liabilities	599 14	-	1,613 46	<u>-</u>
Interest expense	2,312	1,471	6,519	2,060
Convertible debentures – Unrealized gain on fair value of derivative	(2,580)	<u>-</u>	(7,610)	
-	(268)	1,471	(1,091)	2,060

## 11 Employee benefit expense

a) Employees other than the Company's key management personnel as described in (b)

	Three Months		Nine Months	
Periods ended December 31	2019	2018	2019	2018
	\$	\$	\$	\$
Salaries and benefits	3,338	2,743	9,855	3,849
Share-based compensation	26	6	107	34
	3,364	2,749	9,962	3,883

Notes to Condensed Interim Consolidated Financial Statements (unaudited)

(expressed in thousands of Canadian dollars, except per share amounts and number of shares)

b) Key management personnel consist of the Company's Chief Executive Officer, Chief Financial Officer, Presidents of the US and Canadian entities, Vice-Presidents and Board of Directors.

Three Mor	iths	Nine Mor	nths
2019 \$	2018 \$	2019 \$	2018 \$
779 371	1,288	2,833 1 378	2,056 151
		,	2,207
	2019 \$	\$ \$ 779 1,288 371 88	2019       2018       2019         \$       \$         779       1,288       2,833         371       88       1,378

Key management compensation is included in selling and administrative expenses.

### 12 Related party transactions

All related party transactions, unless otherwise disclosed, occurred in the normal course of operations.

- a) The Company pays warehouse fees to a company 50% owned by a member of the key management personnel of the Company. Warehouse fees paid totaled \$90 for the three-month period, and \$261 for the nine-month period, ended December 31, 2019.
- b) Royalties paid on an exclusive licensing agreement with a significant shareholder of the Company totaled \$168 for the three-month period, and \$384 for the nine-month period, ended December 31, 2019.
- c) Interest on convertible debentures which are owned or controlled, directly and indirectly, by two directors of the Company totaled \$93 for the three-month period, and \$277 for the nine-month period, ended December 31, 2019.

#### 13 Interim consolidated statements of cash flows

Changes in non-cash operating working capital items are as follows:

	Three Mor	nths	Nine Mo	nths
Periods ended December 31	2019 \$	2018 \$	2019 \$	2018 \$
Decrease (increase) in Accounts receivable	(1.940)	(2.052)	(E 20E)	(2.402)
Prepaid expenses	(1,840) 626	(2,952) 777	(5,395) (472)	(3,403) 466
Inventories Increase (decrease) in	(2,312)	590	(2,174)	854
Accounts payable and accrued liabilities	4,233	(898)	8,807	2,880
_	707	(2,483)	766	797

Notes to Condensed Interim Consolidated Financial Statements (unaudited)

(expressed in thousands of Canadian dollars, except per share amounts and number of shares)

#### 14 Geographic information

The geographic segmentation of the Company's non-current assets is as follows:

As at	December 31, 2019 \$	March 31, 2019 \$
United States	38,197	40,207
Canada	25,222	26,487

The geographic segmentation of the Company's sales based on customer location is as follows:

	Three Months		Nine Months	
Periods ended December 31	2019	2018	2019	2018
	<b>\$</b> \$		\$	
United States	9,200	9,281	28,225	9,281
Canada	7,004	5,140	20,503	11,838

#### 15 Financial instruments

In the normal course of business, the Company is exposed to a number of financial risks that can affect its operating performance. The Company's overall risk management program and prudent business practices seek to minimize any potential adverse effects on the Company's financial performance.

#### Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: currency risk, interest rate risk and other price risk. The Company is exposed mainly to currency risk and interest rate risk. The exposures of the Company are monitored regularly by the Company's management.

#### **Currency risk**

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates.

Notes to Condensed Interim Consolidated Financial Statements (unaudited)

(expressed in thousands of Canadian dollars, except per share amounts and number of shares)

The consolidated statements of financial position have amounts denominated in other currencies as follows, expressed in Canadian dollars:

As at	December 31, 2019 \$	March 31, 2019 \$
Cash and cash equivalents US dollar Euro	11,154 1,010	8,367 584
Accounts receivable US dollar	12,293	9,875
Accounts payable and accrued liabilities US dollar Euro	(14,221) (1,747)	(7,034) (2,165)
Balance of payable for business combination US dollar	(18,002)	(17,021)

The table below shows the immediate increase (decrease) on net loss and other comprehensive loss of a 10% strengthening in the closing exchange rate of significant currencies to which the Company has exposure at December 31, 2019. The sensitivity associated with a 10% weakening of a particular currency would be equal and opposite. This assumes that each currency moves in isolation. The Company does not enter into arrangements to hedge its currency risk exposure.

As at	December 31, 2019 \$	March 31, 2019 \$
10% strengthening of the CA\$:US\$ exchange rate Impact on net income (loss) Impact on other comprehensive income (loss)	1,838 (960)	1,691 (962)
Impact on comprehensive income (loss)	878	729
10% strengthening of the CA\$:EUR exchange rate Impact on comprehensive income (loss)	74	158

#### Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company is exposed to interest rate risk on its fixed and floating interest rate financial instruments. Fixed rate instruments subject the Company to fair value risk, while floating rate instruments subject it to cash flow risk. The Company has performed a sensitivity analysis on interest rate risk as at December 31, 2019. A change in interest rates on borrowings of 1% higher or lower would not have a significant impact on income (loss) and comprehensive income (loss) for the period.

Notes to Condensed Interim Consolidated Financial Statements (unaudited)

(expressed in thousands of Canadian dollars, except per share amounts and number of shares)

The Company is exposed to interest rate risk as follows:

Cash and cash equivalents
Accounts receivable
Accounts payable and accrued liabilities
Convertible debentures
Balance of payable for business combination

Floating rate
Non-interest bearing
Non-interest bearing
As described in note 6
As described in note 3

### Capital risk management

The common shares are managed as the capital of the Company for all periods concerned. The Company's objective when managing capital is to safeguard its ability to continue as a going concern in order to provide returns for shareholders and to maintain an optimal capital structure to minimize the cost of capital. In order to maintain or adjust the capital structure, the Company may issue new common shares or units from time to time.